

FSC-105-B		6/27/97			
SUBJECT: Cigarette Excise Tax Increase State of New Hampshire				PARTIAL DISTRIBUTION	
DISTRIBUTION:				11	x 21 51 62
X AVP	X KAM	X DM		12	22 54 63
X RSM	X AM	X RM		13	23 56 66
X RBM	X AE	Sales Rep		16	x 26 58 67
X ROM		Retail Rep		17	29 69
				18	

(Please distribute to all affected Sales and Retail Representatives.)

Please be advised the state of New Hampshire will increase their cigarette tax rates effective July 1, 1997, as follows:

New Hampshire	Old Rate	New Rate	Amount of Increase
Packs of 20s	25¢	37¢	12¢
Packs of 25s	31.25¢	46.25¢	15¢

A floor stock tax will be imposed both at wholesale and retail levels.

Car Stock Product Inventory (including BSGSF Gratis and Sample Product)

Advise any Sales/Retail Representatives that carry New Hampshire taxed cigarettes to complete Attachment A.

- Take an inventory of cigarettes in their possession at the close of business June 30, 1997.
- Sales/Retail Representatives should write the Division Manager a check for the amount of the tax increase for all live product inventoried by 20's and 25's. Do not include payment for gratis portion of BSGSF or sample product (include count only on form).

After the Division Managers receive checks from Sales/Retail Representatives, he/she should write one check made payable to R.J. Reynolds Tobacco Company for the value of tax increase for car stock.

One check (car stock only) should be mailed from each division direct to Mr. William C. Ervin, Department of Taxation, Winston-Salem along with a copy of each Sales/Retail Representative's Car Stock Inventory Report.

Any check and forms should be received by William C. Ervin no later than July 15, 1997.

BSGSF/CENTURY Direct Account Floor Tax Report

In direct accounts shipping the state of New Hampshire, an on-hand inventory count (for that product which is stamped for New Hampshire use or will be stamped for New Hampshire use) must be made on June 30, 1997 and reported on Attachment B in the following manner:

- Any BSGSF product (Gratis portion Only) stamped at the old rate that is on the direct account's floor should be reported indicating the number of packs and the reimbursement due the account for the State Tax increase.
- An on hand Century inventory count must be made and reported by case.

The direct account will be issued a credit for reimbursement of the gratis portion only of the BSGSF product and applicable Century Tax increase differential.

Sampling Field Marketing & Sports Marketing Enterprises:

Should any outside sampling suppliers have samples on hand on July 1, 1997 please furnish this department with names and addresses of the suppliers, the event for which the product was shipped and the brand and quantity on hand by pack size no later than July 15, 1997.

A written report must be received from each sampling agency stating whether or not cigarettes are on hand.

Returned Goods

The state of New Hampshire will reimburse refunds at the new rate due to floor stock tax being both wholesale and retail.

Program Contact: Bill Ervin, extension #0263

R. J. REYNOLDS TOBACCO COMPANY

Attachments

51844 9657

FOR NEW HAMPSHIRE USE ONLY**STATE TAX CAR STOCK CIGARETTE INVENTORY**

TYPE	TOTAL # OF PACKS	New Hampshire S.E.T. INCREASE	New Hampshire S.E.T. DUE
Pack of 20's	_____	12¢	\$ _____
Pack of 25's	_____	15¢	\$ _____
			TOTAL \$ _____ Note *

BSGSF CAR STOCK (GRATIS PACK ONLY)

TYPE	PACKS
Pack of 20's	_____
Pack of 25's	_____

STATE TAX SAMPLE PRODUCT (GRATIS) INVENTORY

TYPE	PACKS
Pack of 20's	_____
Pack of 25's	_____

TOTAL PACKS _____

I certify that the inventory taken above is an accurate count of the number of New Hampshire cigarette packs held in my possession, including sample and BSGSF Gratis product, as of the close of business June 30, 1997.

Division # _____	Employee Signature _____	Date _____
	Employee Name-Print _____	Employee Acct. # _____
Division Manager Signature (Indicates Review) _____		

Note *:

A check payable to RJR Division manager (from the employee) for the amount of the New Hampshire State Tax Increase.

To: Noonan, R, Ridge, Robert, Westenberger, R, Smith, Richard A., Macleod, Stephen
From: 1610 - Buffalo ROU (BRZEZIE)
Posted: 6/27/97 15:42
Opened: 6/28/97 15:42
Subject: FWRD: FSC-105-B - NEW HAMPSHIRE - Cigar

Forwarding the following per Fray.....

===== <Forwarded Letter> =====

From: Davis, Carla C.
To: 1610
Subject: FSC-105-B - NEW HAMPSHIRE - Cigarette E
Posted: 06/27/97 16:25
Priority: Normal Priority

[[FSC105B1.DOC : 2824 in FSC105B1.DOC]]

51844 9659